



Creating Possibilities. Yes We Can.



U.S. General Services Administration

Best Value Transportation Service Provider (TSP) Selection

February 22, 2006

The Cheapest is Not Always the Cheapest



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The following pages list key questions to ask yourself when selecting a Best Value TSP

If you answer “Yes” to any of the following questions, you may not be getting the best value for your company.

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- Do you have problems with your TSP showing up and showing up on time?
- Do you have to spend additional time following up on your shipments?
- Do you have to spend time on filing and following up on a high amount of freight damage claims?
- Do you have to spend time on getting freight bills corrected?
- Do you spend time worrying that your shipment will arrive on time and damage free?
- Have you lost customers due to repetitive failures?

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If you answer “No” to any of the following questions, you may not be getting the best value for your money.

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- Is your TSP financially stable?
- Does your TSP offer and create solutions to meet your needs?
- Do you take full advantage of your TSP or the GSA's web site and electronic capabilities?
- Does your TSP respond timely to your inquiries?
- Does your TSP show up with clean and damage free equipment?
- Does your TSP continually provide enhancements to the service they provide you?
- Do your TSP drivers have company ID's and are their facilities safe and secure?

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In conclusion, the cheapest TSP is not
always your best value.



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QUESTIONS?

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